

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

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E.O. 111652: N/A

TAGS: BEXP, ID

SUBJECT: MAJOR PROJECT: INDONESIAN FERTILIZER EXPANSION PROGRAM

REF: JAKARTA 7511

1. WE APPRECIATE EMBASSY INFORMING US OF MOST RECENT DEVELOPMENT IN THE INDONESIAN FERTILIZER EXPANSION PROGRAM. WE CONTINUE TO WORK CLOSELY WITH THE TASK FORCE PARTICIPANTS AND HAVE PASSED THEM THE CONTENTS OF THE REFTEL.

W. CANVAS OF TASK FORCE PARTICIPANTS HAS NOT BEEN COMPLETED, HOWEVER AS AN INTERIM REPLY WE SUBMIT THE FOLLOWING:

(A) CHEMICAL CONSTRUCTION COMPANY: COMPANY INFORMS THEY HAVE RECEIVED CONTRACT TO UNDERTAKE FEASIBILITY STUDY ON FRESIK TSP FACILITY. WE BELIEVE THIS CONTRACT SHOULD RESULT IN FINAL SELECTION OF CHEMICO AS TURNKEY CONTRACTOR IF GOI DECIDES TO GO AHEAD WITH THIS FACILITY MAY HAVE A MAJOR IMPACT ON FINAL DECISION

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ON GRESIK COMPLEX.

(B) FLOUR CORPORATION: WEST JAVA FACILITY IS ON THEIR LIST OF ACTIVE PROSPECTS. COMPANY IS FOLLOWING DEVELOPMENTS CLOSELY AND IS IN CONTACT WITH GOI OFFICIALS.

(C) M. W. KELLOGG: COMPANY HAS RECEIVED CONTRACT FOR INITIAL PHASES OF PUSVI III COMPLEX. PRESIDENT AND SENIOR VICE PRESIDENT OF KELLOGG WILL VISIT INDONESIA IN AUGUST AND WILL MEET WITH EMBASSY STAFF TO DISCUSS THEIR PLANS.

(D) J. F. PRITCHARD: REMAINS INTERESTED IN WEST JAVA FACILITY BUT COMPANY UNCERTAIN OF THEIR APPROACH TO PROJECT BECAUSE OF THEIR PAST EXPERIENCES. COMPANY INDICATES THAT GOI DECISION TO GO FORWARD WITH WEST JAVA PLANT IS VERY IMPORTANT RELATIVE TO THEIR POSITION ON PROJECT. PRITCHARD IS PLANNING TO DISPATCH REPRESENTATIVE TO JAKARTA TO FURTHER DISCUSS THE JATIBARANG FACILITY WITH GOI OFFICIALS.

WE ARE ALSO IN CONTACT WITH AGRICO, CFI AND IMC BUT HAVE NOT RECEIVED DEFINITIVE REPLY RELATIVE TO THEIR PARTICULAR INTERESTS.

3. TASK FORCE PARTICIPANTS HAVE ALL EXPRESSED OPINION THAT MEETINGS HAVE EITHER RESULTED IN ACTUAL CONTRACT AWARDS OR HAVE IMPROVED THEIR COMPETITIVE POSITIONS IN THE INDONESIAN MARKET. COMPANIES ARE IN CONTACT WITH GOI OFFICIALS AND THEY ARE PURSUING LEADS DEVELOPED DURING FERTILIZER MEETINGS. WE CONTINUE TO ENCOURAGE COMPANIES TO CONTACT EMBASSY DURING THE COURSE OF THEIR FUTURE MEETINGS WITH GOI OFFICIALS. WE WILL KEEP EMBASSY INFORMED AS NEW DEVELOPMENT ARISE. SISCO

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